



PRESS RELEASE

Alpha IVF Group starts 1Q25 with net profit of RM14.4 million

- *Growth catalysts from overseas markets, particularly China*
- *Recent establishment of sales representative office in Shanghai, along with collaboration agreement with leading hospital in the city, anticipated to drive significant revenue growth from China market*
- *Prospects also from regional growth with new geographical footprints in Philippines and Indonesia*

KUALA LUMPUR, Malaysia, 21 October 2024 - Leading fertility care specialist, Alpha IVF Group Berhad (“Alpha IVF Group”, “the Group”, “阿儿法国际辅助生殖集团”, Bloomberg: ALPHA MK, Bursa Ticker: 0303) has kicked off the new financial year with a net profit attributable to shareholders (PATMI) of RM14.4 million for the first quarter ended 31 August 2024 (1Q25).

The Group also recorded a revenue of RM43.0 million in 1Q25, driven by sustained high demand for fertility treatments from foreign patients, especially Indonesia and China. There are no comparative figures for revenue and PATMI for the same period in the previous year due to the Group’s listing exercise only in March 2024.

Malaysia’s operations accounted for RM35.4 million or 82.3% of Alpha IVF Group revenue in 1Q25, with the remainder coming from Singapore’s operations. Foreign patients from Indonesia, China, Singapore, and other countries contributed RM25.5 million, or 71.9% of Malaysia’s operations revenue, while local patients accounted for RM9.9 million, or 28.1%.

During the quarter, Indonesian patients formed the largest contribution to the group revenue, generating RM15.1 million or 35.1%. At the same time, revenue contributions from Chinese patients saw significant growth, rising from 7.5% of group revenue in FY2024 to 16.2% in 1Q25, pointing to a strong potential for continued growth in the coming quarters.

“The strong performance in the first quarter marks a positive start to the financial year, driven by sustained high demand for fertility treatments. We have observed notable growth in the Indonesian and Chinese markets and are confident in our ability to maintain this upward trajectory through our ongoing growth strategy, which includes expansions in both countries.

We have made significant strides in our expansion efforts, including a new IVF centre in the Philippines, the establishment of our first sales and representative office in China, and the set up of our first satellite clinic in Indonesia. We are optimistic that these initiatives will lay a solid foundation for our long-term growth and success.”

Dato’ Dr Colin Lee Soon Soo (拿督 李顺树医生)
Group Managing Director, Alpha IVF



Recognising the potential for growth in the China market, Alpha IVF Group is actively pursuing objectives to expand its presence in the region. Recently, the Group announced the establishment of its first sales and representative office in Shanghai, which commenced operations on 4 September 2024. The new office will serve as a gateway for Chinese patients to directly access the Group's world-class services and expertise.

Additionally, the Group has signed a collaborative agreement with a leading women's hospital in Shanghai, leveraging both organisations' expertise in fertility treatments and maternity care, to drive patient growth from China to the Group's IVF centres in Malaysia and Singapore.

Apart from China, Alpha IVF Group has also extended its reach by setting up a full-fledged IVF centre in the Philippines and the first satellite clinic in Indonesia, seizing opportunities in these rapidly growing markets. These moves are in line with the Group's plan to be a regional In-Vitro Fertilisation (IVF) player.

On prospects, Dato' Dr. Colin shared, "We are confident in our outlook, anchored by two significant growth drivers. Locally, organic growth from our Malaysian centres will be further enhanced through our sales representative offices in China and satellite clinics in Indonesia. Regionally, we anticipate new revenue streams with the opening of full-fledged IVF centres in the Philippines and Indonesia."

About Alpha IVF Group Berhad ("Alpha IVF Group")

Alpha IVF Group is one of the largest fertility care specialists, currently operating in Malaysia and Singapore. The group primarily focuses on Assisted Reproductive Services (ARS), with a strong emphasis on In-vitro Fertilisation (IVF). Presently, the group operates three specialist centres in Malaysia - Alpha International Women's Specialists Sdn Bhd ("Alpha KL"), Alhaya International Women's Specialists Sdn Bhd ("Alhaya") in Kuala Lumpur, and Genesis Specialists Sdn Bhd ("Genesis") in Penang - and one in Singapore, known as Alpha International Women's Specialists (Singapore) Pte Ltd ("Alpha Singapore").

In addition to IVF, Alpha IVF Group provides various assisted reproductive procedures, including intracytoplasmic sperm injection, intrauterine insemination, diagnostics, testing, screening procedures, and Cyrotec® cryopreservation of eggs, sperm, and embryos.

Since its inception in 2011, Alpha IVF Group has earned a strong reputation with a branding synonymous with exceptional success rates among regional peers in IVF. The high pregnancy rates are attributed to the Group's robust foundation, known as the "System of Systems," and its five strategic pillars: leading medical specialists, highly skilled embryologists, continuous research and development, innovative techniques, and cutting-edge laboratory equipment.

Alpha IVF Group's operations have provided IVF services to international patients hailing from Indonesia, China, Singapore, the Middle East, and various other countries. The Group has also pioneered numerous innovations leading to improved pregnancy rates and is actively involved in utilising advanced Artificial Intelligence technology to enhance embryo selection for higher IVF success rates.

Alpha IVF Group was recognised by Newsweek magazine as the Leading Fertility Centre in Asia 2024



and by Healthcare Asia, with Alpha IVF Group Berhad securing the Technology Innovation of the Year Award - Malaysia. These accolades underscore the Group's commitment to research and development, as well as its innovative use of advanced technologies.

**Issued for and on behalf of ALPHA IVF GROUP BERHAD by Aquilas Advisory (Malaysia) Sdn Bhd.
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